

DIVISION OF LOCAL GOVERNMENT SERVICES
PROVIDERS OF DEFERRED COMPENSATION SERVICES

Updated December 2020

The following is a list of deferred compensation providers currently in good standing with the Division of Local Government Services. Inclusion on this list should not be considered an endorsement of the provider by the Division. The Division's role is one of review and approval of deferred compensation plans for counties, municipalities and authorities to ensure compliance with State regulations. Further, the Division seeks to protect the integrity of local government deferred compensation plans, as well as the interests of the participants.

N.J.A.C. 5:37-7.1 Award of service agreements

(a) In seeking a contractor, the employer, notwithstanding the existence of one or more service agreements with other contractors, shall solicit written proposals from two or more contractors offering prototypical plans or service agreements. After reviewing the proposals, a service agreement shall be awarded by resolution of the governing body. The resolution shall include a written description of the method used to solicit proposals, identify the responding vendors and state the rationale for selecting a specific contractor.

Equitable Financial Life Insurance Company

Joseph DeMayo
500 Plaza Drive, 7th Floor
Secaucus, NJ 07094
Joseph.DeMayo@equitable.com
(201) 743-6815

Great-West Life & Annuity Insurance Company

Daren M. Faller
Account Executive
15 Constitution Drive Suite 1J
Bedford, NH 03110
www.gwrs.com
(800) 596-3384, ext.622
(732) 409-4925

The Hartford

Melissa Hoyt
Regional Sales Consultant
100 Bright Meadow Blvd.
Enfield, CT 06082
mhoyt@massmutual.com
(860) 835-9011

ICMA-RC

Joseph Teague
Managing Vice President
777 North Capital Street, NE
Washington, DC 20002
jteague@icmarc.org
www.icmarc.org
(866) 886-8022
(202) 962-4644

Lincoln National Life Insurance Company

Sy Green or Bruce Linger
61 South Paramus Road, Suite 425 Paramus,
NJ 07652
bruce.linger@LFG.com
(800) 445-2448

Massachusetts Mutual Life Insurance Company

Melissa Hoyt
Regional Sales Consultant
100 Bright Meadow Blvd.
Enfield, CT 06082
mhoyt@massmutual.com
(860) 835-9011

MetLife

Elise Ornstein
Workplace Sales Director
MetLife Resources
501 US Highway 22
Bridgewater, NJ 08807
elise.ornstein@metlife.com
(908) 253-2327

Mutual of America

Thomas MacMurray
Senior Vice President
320 Park Avenue
New York, NY 10022-6839
Thomas.MacMurry@mutualofamerica.com
(212) 224-1696

National Life Group

Michael Marino
Executive Managing Director
200 Shultz Drive, Suite 125
Red Bank, NJ 07701
MMarino@nlgrouppmail.com
(732) 243-9536
Fax: (732) 243-9537

Nationwide Retirement Solutions, Inc.

(Formerly U.S. Conference of Mayors)
Emanuel Mahand
Program Director
3505 W. Moreland Road, B123
Willow Grove, PA 19090
mahande@nationwide.com
(877) 677-3678
Cell: (609) 923-8859
Fax: (855) 335-5584

Prudential Insurance Company of America

Jessica Frazier
Director/ Contracts, Investments & Pension
Solutions, Retirement
30 Scranton Office Park
Scranton, PA 18507
jessica.frazier@Prudential.com
(570) 340-4046
Fax: (570) 482-8031

Variable Annuity Life Insurance Company (VALIC)

Tom Morgan
District Vice President
VALIC Financial Advisors, Inc.
100 Connell Drive
Berkley Heights, NJ 07922
Tom.Morgan@valic.com
(908) 470-4110
(800) 892-5558, ext. 87219

VOYA

(Formerly ING Life Insurance & Annuity Company)
Lewis D. Custode, Jr.
Regional Vice President
Voya Financial Advisors, Inc.
6225 Sheridan Drive, Suite 212
Williamsville, NY 14221
Lewis.Custode@voya.com
(716) 626-3931